

Message Text

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PAGE 01 MANAMA 01171 311649Z
ACTION NEA-10

INFO OCT-01 AF-10 EUR-12 IO-14 ISO-00 EB-07 AID-05
/059 W

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R 311303Z MAY 77

FM AMEMBASSY MANAMA BAHRAIN

TO SECSTATE WASHDC 4709

INFO USDOC WASHDC

AMEMBASSY ABU DHABI UAE

AMEMBASSY ALGIERS ALGERIA

AMEMBASSY AMMAN JORDAN

USINT BAGHDAD IRAQ

AMEMBASSY DAMASCUS SYRIA

AMEMBASSY DOHA QATAR

AMEMBASSY JIDDA SAUDI ARABIA

AMEMBASSY KHARTOUM SUDAN

AMEMBASSY KUWAIT KUWAIT

AMEMBASSY PARIS FR

AMEMBASSY RABAT MOROCCO

AMEMBASSY SANA YEMEN

AMEMBASSY TRIPOLI LIBYA

AMEMBASSY ATHENS GR

AMCONSUL DHAHRAN SAUDI ARABIA

AMEMBASSY CAIRO EGYPT

USMISSION USUN NEW YORK

USLO RIYADH SAUDI ARABIA

UNCLAS MANAMA 1171

AID/W FOR SER/CFS -- MOSER, LYLES AND HUNTINGTON

ATHENS FOR RTDO

E.O. 11652: N/A

TAGS: ETEL, BEXP, XF

SUBJECT(ARAB/SAT MEETING IN RIYADH: TENDER ISSUED?

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REF: (A) MANAMA 670 (B) CAIRO 4942

1. ACCORDING TO THE MAY 27, 1977 EDITION OF THE MIDDLE EAST
ECONOMIC DIGEST (LONDON), "THE FIRST FIRM STEP HAS BEEN
TAKEN TO PROVIDE ARAB COUNTRIES WITH THEIR OWN TELECOMMUNI-
CATIONS SATELLITE STATION. A TENDER FOR A CONSULTANCY

SERVICE ON THE \$100 MILLION PROJECT WAS PUT OUT ON 1 MAY BY THE NEWLY-ESTABLISHED ARAB SATELLITE COMMUNICATION ORGANIZATION (ARABSAT) AFTER ITS RIYADH MEETING LAST MONTH. THE TENDER IS FOR A FIVE YEAR SURVEY OF THE TELECOMMUNICATIONS NEEDS OF ARAB COUNTRIES, RECOMMENDATIONS FOR THE NUMBERS OF TRANUPONDERS AND SATELLITES REQUIRED AND DESIGN OF BOTH SPACE AND GROUND SEGMENTS. THE PROSPECTIVE CONSULTANT WOULD ALSO PARTICIPATE IN BID EVALUATION AND NEGOTIATIONS, SUPERVISE THE MANUFACTURING CONSTRUCTION AND TESTING STAGES AND PROVIDE ADVICE ON TRAINING, OPERATION, MAINTENANCE AND TARIFFS. CLOSING DATE FOR THE TENDER IS 1 AUGUST."

2. THE ARTICLE CONTINUES WITH A REVIEW OF ARABSAT SINCE ITS INCEPTION AND NOTES THAT "COMPETITION FOR THE HARDWARE CONTRACTS IS EXPECTED TO BE FIERCE, ESPECIALLY BETWEEN UK AND FRANCO-GERMAN GROUPS. THE MAIN CONTENDERS SO FAR INCLUDE A UK CONSORTIUM COMPRISING HAWKER SIDDELEY, CABLE AND WIRELESS AND MARCONI SPACE AND DEFENCE SYSTEMS. THE MIXED FRENCH-WEST GERMAN GROUP IS LED BY MESSERSCHMITT BOELKOW BLOHM (MBB) OF WEST GERMANY AND INCLUDES AEG TELEFUNKEN, AEROSPATIALE AND SIEMENS, WITH BEGLIAN AND ITALIAN INTERESTS".

3. THE GOB MINISTER OF COMMUNICATIONS CONFIRMS THAT HE "THINKS" THE STORY IS CORRECT AND THAT THE TENDER WAS ISSUED IN RIYADH BY THE ARABSAT HEADQUARTERS IN EARLY MAY. IT SHOULD BE AVAILABLE THERE, HE THOUGHT, ALTHOUGH SINCE BAHRAIN IS MEMBER OF BUT NOT ACTIVELY PARTICIPATING IN ARABSAT, HE WASN'T QUITE SURE. IN ANY EVENT, HE SAID, DR. EBRAHIM A. OBAID, SAUDI UNDER SECRETARY OF COMMUNICATIONS UNCLASSIFIED

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"SHOULD KNOW".

4. COMMENT: OTHER POSTS MAY BE BETTER INFORMED ABOUT THIS IMPORTANT CONSULTANCY TENDER THAN WE. IF IT HAS AWREADY BEEN REPORTED, WE WOULD APPRECIATE TELEGRAPHIC REPEAT. IF IT HASN'T BEEN PICKED UP AND DISTRIBUTED TO WHAT WE THOUGHT WERE THE MANY AND MAJOR AMERICAN FIRMS INTERESTED IN BOTH THE CONSULTANCY AND THE ULTIMATE HARDWARE SALE, THEN PERHAPS USLO RIYADH OR EMBASSY JIDDA CAN REPORT MORE FULLY ON THE TENDER. CLUVERIUS

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Message Attributes

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Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
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Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
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Executive Order: N/A
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TAGS: ETEL, BEXP, XF
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